

Theme:

“How To Get Some Support and
Work From Your Mentor”

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Corporation

**7TH ANNUAL SMALL
BUSINESS CONFERENCE**

U.S. Department of Energy
OSDBU
Office of Small and Disadvantaged Business Utilization



AHTNA
Government Services Corporation

Who We Are

Company Information

- Established in 1999
- A subsidiary of Ahtna Inc. – Qualified as a Native-owned SBA certified 8(a) Disadvantaged Corporation
- A Prime Contractor with 10 US office locations - Alaska, California, Missouri, Pennsylvania, New Mexico, Utah and Hawaii and International Operations
- Approximately 260 Employees

What We Do

- Environmental Engineering, Compliance & Remediation
- General Construction
- Professional Services & Facilities Management

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Choosing Your Mentor

Success in getting work from your mentor starts with choosing the right mentor:

- Identify your strengths
- What are you selling?
- What do you want?

The Mentor – Protégé Agreement

The Best Opportunity to Define Your Needs!!

- Tailor the Agreement
- Define a Reciprocal Sub-Contracting Agreement with Well Defined Goals
- Develop Metrics (Schedule based)
- Senior Level Contacts within the Mentor Organization with Agreement Compliance Goals
- Empowerment of Authority from Mentor of the Senior Level Contact

Marketing The Relationship

- Have your Mentor provide you with an organizational chart and contact numbers
- Develop a Marketing Document focused on your strengths and business sectors the Mentor needs
- Regular meetings; Communication is key
- Identify potential joint clients
- Be AGGRESSIVE !

Measuring Success

- Check your metrics
- Talk to your Mentor - Is everybody happy?
- Do what you say you will do - Do a good job
- Talk to the clients - Are you ready to solo?
- Develop a subcontracting plan that mutually satisfies each party